

Message Text

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12

ACTION EB-11

INFO OCT-01 EA-11 ISO-00 COME-00 TRSE-00 OMB-01 CIAE-00

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FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 8559

INFO USLO PEKING

C O N F I D E N T I A L HONG KONG 10802

NOFORN

E.O. 11652: XGDS-2

TAGS: ETRD CH US

SUBJ: COCA COLA AND SEVERAL US OIL FIRMS RECEIVE INVITATIONS
TO CANTON

REF: HK 3220

1. COCA COLA HAS RECEIVED AN UNEXPECTED INVITATION TO THIS FALL'S CANTON TRADE FAIR. THE INVITATION WAS EXTENDED TO THE FIRM'S HONG KONG BASED ASIA DIVISION WHICH WILL SEND ITS REGIONAL DIRECTOR AND ONE OTHER REPRESENTATIVE. IN CANTON, COKE HOPES TO EXPLORE THE POSSIBILITY OF DOING BUSINESS IN PRODUCTS AND PROCESSES RANGING FROM SOFT DRINKS TO DESALINIZATION. DURING THE PAST YEAR COKE HAS HAD INFORMAL CONVERSATIONS WITH A NUMBER OF UNOFFICIAL PRC REPRESENTATIVES IN HONG KONG. BEFORE THE INVITATION ARRIVED, HOWEVER, COKE OFFICIALS DID NOT FEEL THESE DISCUSSIONS HAD GONE FAR ENOUGH TO RATE AN INVITATION TO THE FAIR. IN ONE SENSE, COKE IS ALREADY REPRESENTED AT CANTON THROUGH THE DONATION OF 100 CASES OF SOFT DRINKS TO THE USG SUITE AT THE TUNG FANG HOTEL.

2. AS PREVIOUSLY REPORTED (REFTEL), THREE MAJOR US OIL
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COMPANIES (MOBIL, EXXON AND CALTEX) HAVE ALSO RECEIVED FAIR

INVITATIONS THROUGH THEIR HONG KONG OFFICES. IN ALL CASES, HOWEVER, THEY WILL SEND HIGH LEVEL REPRESENTATIVES FROM THE US TO INCREASE THE PRESTIGE, SCOPE AND HOPEFULLY THE EFFECTIVENESS OF THEIR DELEGATIONS. EXXON'S SIX MAN GROUP WILL INCLUDE THE COUNSEL OF THE LAW DEPARTMENT, HUBERT O'MALLEY; EVERETT CHECKET, PRESIDENT, MOBIL EAST (NEW YORK) WILL HEAD MOBIL'S DELEGATION; AND CALTEX WILL HAVE THREE HOME OFFICE REPS IN A FOUR-MAN TEAM. ALREADY AT CANTON ARE REPRESENTATIVES FROM KOCH INTERNATIONAL TRADING, A PRIVATELY OWNED US OIL COMPANY, PLUS THREE MAJOR SUPPLIERS OF DRILLING EQUIPMENT--SMITH INTERNATIONAL OF LOS ANGELES (REPRESENTED BY HARNED HOOSE), BAKER TRADING COMPANY AND BYRON JACKSON CO.
DEAN

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